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**European Cluster Matchmaking Event**

**EU-Korea Matchmaking Event**

**6-8 November 2018**

**Mission Proceedings Report**

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## 1. Introduction

The EU-Korea Cluster Seminar and Matchmaking Event took place on the 6-8 November 2018 within the context of the European Utility Week, in Vienna. The European Cluster Collaboration Platform, on behalf of the European Commission, Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs (DG GROW, European Commission) and EASME, organised this event, in collaboration with the Korean Ministry of Trade, Industry and Energy (MOTIE) and Korea Industrial Complex Corporation (KICOX). The event was conducted in the context of the European Utility Week (6-8 November).

The EU-Korea Cluster Seminar and Matchmaking Event builds upon the signature of the Administrative Arrangement signed on Cluster Cooperation by the Korean Ministry of Trade, Industry and Energy and the Korea Industrial Complex Corporation and the European Commission's DG GROW in May 2018.

The event presented opportunities for both EU-Korea cluster cooperation and intra-European cluster cooperation in the fields of: Cleantech, Smart city, Transport (electric mobility), Enabling technologies used to develop innovations in clean energy products, services and solutions, such as light weighting, composites, additive manufacturing, nanotechnology, ICT.

Inno TSD (inno) on behalf of the ECCP team, was in charge of the preparation and onsite organisation of the event. The event included a policy seminar with speakers from the European Commission, the Korean Ministry of Trade, Industry and Energy as well as the Korea Industrial Complex Corporation presenting the policy framework of EU-Korea cluster cooperation and their respective cluster policies. Moreover, a speaker from Austria, the host country of the Cluster Matchmaking Event, presented its national and regional policies regarding cluster development support in its territory. The event included a matchmaking session as well as a tour of the European Utility Week trade show and the visit of the CES Clean Energy Solutions, a competence centre operating in energy efficiency, renewable energy and sustainable development based in Vienna.

The event gathered over 35 cluster participants and the matchmaking sessions allowed fruitful exchanges between the members of the EU-Korea delegation. The following European and COSME countries were represented at the event: Austria, Belgium, Denmark, Spain, Finland, France, Great-Britain, Croatia, Lithuania, Poland, Romania, Serbia and Ukraine. Over 94 C2C meetings were scheduled on the afternoon of the event, and among them 39 meetings between European and Korean participants. This event was part of the European cluster trip of the Korean delegation, which also visited Catalonia (Spain), and Upper Austria.

The debriefing session open to European and Korean participants measured the participants' satisfaction with the event and their business perspectives. Overall feedback received orally



during the debriefing session highlighted methods and opportunities to enhance the EU-Korea cluster cooperation and the ways to continue the exchange of good practices regarding internationalisation support for SMEs. The session will help align future ECCP activity as far as possible to cluster organisations' needs and expectations

In order to complete the comments received orally with qualitative and written feedback, a feedback questionnaire was shared with the participants, covering 3 major topics:

- Overall quality of the event
- Relevance of the event towards individual objectives
- Impact of the event

Out of the 19 clusters delegation, 15 participants completed the debriefing questionnaire. The following sections provide more information about the responses received, as well as qualitative information on specific cooperation actions initiated through the event by each participant.

## 2. Overview of the European Delegation

The European delegation was selected based on a competitive call for expression of interest launched and published on the ECCP at the end of July 2017. The clusters were selected based on their relevance, merit and added value to the event. A focus was made on clusters belonging to the following sectors: **Cleantech, Smart city, Transport (electric mobility), Enabling technologies used to develop innovations in clean energy products, services and solutions, such as lightweighting, composites, additive manufacturing, nanotechnology and ICT.**

A total of 29 expressions of interest from clusters across Europe were received. Following the selection process, which included the verification of the eligibility criteria and the assessment of qualitative criteria, a total of 20 clusters, from 14 countries from the EU and the COSME countries were selected. It should be noted that two initially selected clusters from Greece and France could not participate due to last minute contingency reasons.

**The final delegation was thus composed of 19 clusters from 14 different EU Member States and the COSME countries (Austria, Belgium, Denmark, Spain, Finland, France, Great-Britain, Croatia, Lithuania, Poland, Romania, Serbia and Ukraine).**

The table below provides an overview of the final delegation:

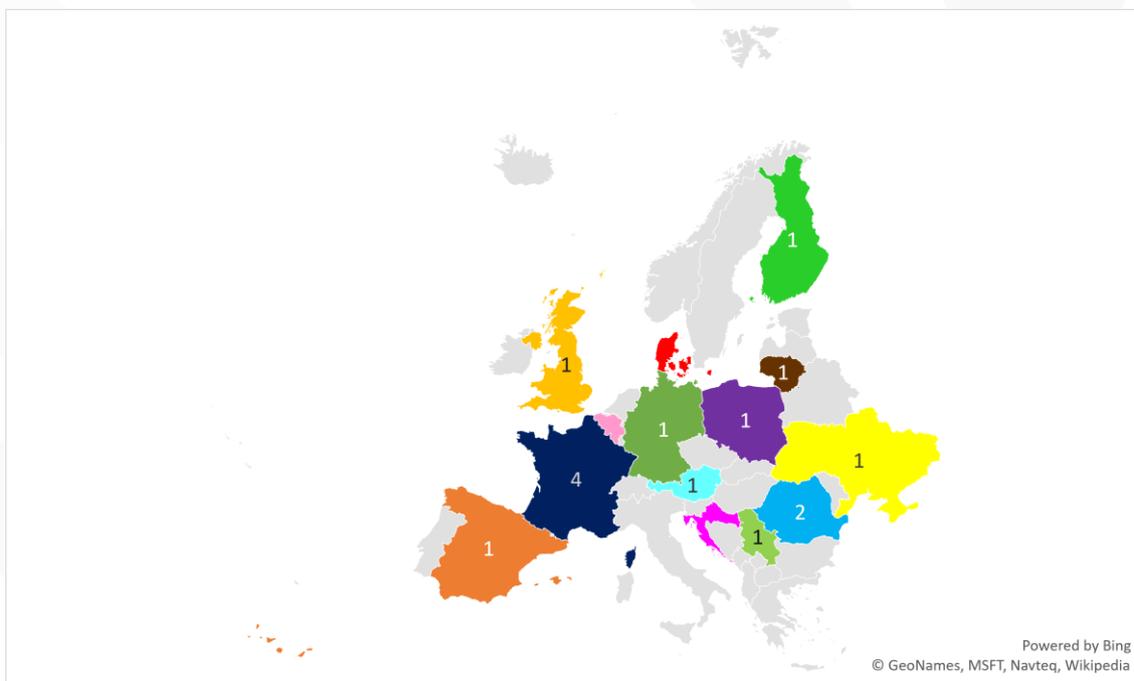
#	Cluster organisation	Sector of activity	Country
1	AC Serbia	Automotive	Serbia
2	SYSTEMATIC PARIS REGION	Communications Equipment and Services Information Technology and Analytical Instruments	France



3	<b>ALPHA-Route des Lasers et des Hyperfréquences</b>	Aerospace Vehicles and Defense, Information Technology and Analytical Instruments	France
4	<b>ARIA Normandie</b>	Automotive, Plastics	France
5	<b>Cambridge Cleantech</b>	Business Services Construction Products and Services	United-Kingdom
6	<b>CAP DIGITAL</b>	Business Services, Communications Equipment and Services	France
7	<b>CLEAN Cluster</b>	Environmental Services	Denmark
8	<b>Cleantech-Cluster</b>	Energy and Environmental Technology	Austria
9	<b>Cluster de Energía</b>	Electric Power Generation and Transmission Environmental Services	Spain
10	<b>European Association of Remote Sensing Companies</b>	Agricultural Inputs and Services, Environmental Services	Belgium
11	<b>FLUX50</b>	Electric Power Generation and Transmission, Environmental Services	Belgium
12	<b>Green Energy Innovative Biomass Cluster</b>	Agricultural Inputs and Services	Romania
13	<b>INTELIGENTNA ENERGIJA</b>	Education and Knowledge Creation, Environmental Services	Croatia
14	<b>iTech Transilvania Cluster</b>	Communications Equipment and Services	Romania
15	<b>Lithuanian ICT Cluster</b>	Education and Knowledge Creation Information Technology and Analytical Instruments	Lithuania
16	<b>Oy Merinova Ab/ EnergyVaasa cluster</b>	Electric Power Generation and Transmission	Finland
17	<b>Precarpathian eco-energy cluster</b>	Environmental Services	Ukraine
18	<b>North South Logistics &amp; Transport Cluster</b>	Transportation and Logistics	Poland
19	<b>Silicon Saxony</b>	Communications Equipment and Services Information Technology and Analytical Instruments	Germany

Table 1 List of clusters Delegation

The geographical distribution of the cluster delegation is relatively well-balanced. Clusters from France (4) were particularly well represented as shown in the map below. All the clusters selected were deemed to have a high potential to maximise the opportunities from the matchmaking session and a strong willingness to engage in cluster led cooperation.



**Figure 1 Origin and geographical repartition of the cluster delegation**

Almost half of the European cluster delegation were members of European Strategic Cluster Partnerships for Going International (ESCP-4i) that aim to develop and implement joint internationalisation strategies to support SME internationalisation towards third countries, thus broadening cooperation opportunities. This strong presence ensures that the experience and knowledge of ESCP-4i is fully deployed in a complementary way with other EC cluster support actions facilitated by ECCP.

Name of the partnership	Sectoral focus
<b>COSMENERG 4i</b>	Environmental Services
<b>ELBE</b>	Electric Power Generation and Transmission
<b>GIVE</b>	Automotive
<b>IDEEO</b>	Information Technology and Analytical Instruments
<b>PIMAP</b>	Production Technology and Heavy Machinery
<b>REINA PLUS</b>	Electric Power Generation and Transmission
<b>Silicon Europe Worldwide</b>	Information Technology and Analytical Instruments
<b>SENTINEL</b>	Hospitality and Tourism
<b>Smart City Tech</b>	Information Technology and Analytical Instruments
<b>SPACE2IDGO</b>	Information Technology and Analytical Instruments

**Table 2 European Strategic Cluster Partnerships represented at the EU-Korea Cluster Matchmaking Event**



### 3. Feedback session & questionnaire: analysis summary

#### 3.1 Overall quality of the event

The overall feedback of the European cluster delegation on the overall quality of the event is very positive. Over 90% of the participants estimated the quality of the event content and agenda between good and excellent. The matchmaking session and the overall organisation were also very appreciated. Several participants indicated that the presence of a translator(s) on-site would have facilitated their exchanges with members of the Korean delegation and therefore improve the overall quality of the event especially the matchmaking exchanges.

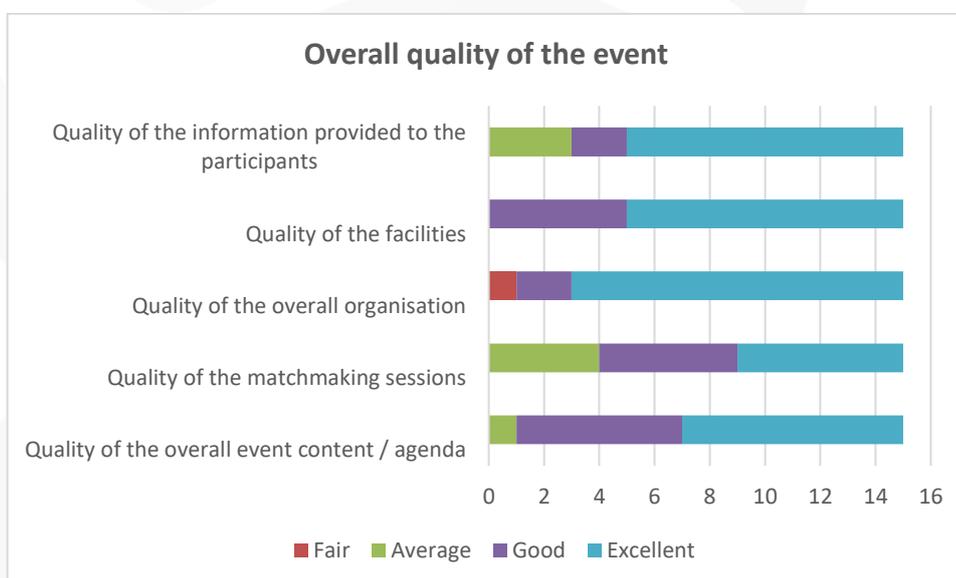


Figure 2 Results regarding the quality of the event

#### 3.1.1 Suggestions to improve future cluster matchmaking events

The cluster participants were asked to provide their impressions and comments about the event during the on-site debriefing session and through the debriefing questionnaire. These observations are listed below and need to be seen not only as direct recommendations to improve certain aspects of future ECCP activities, but also as a means to contextualise and complement the quantitative inputs of the matchmaking debriefing form (see Annex 5).

**The comments can be divided into three main sections:**

##### Suggestions for improvement of the matchmaking sessions

- To have more time dedicated to matchmaking sessions to have the chance to meet more cluster organisations (one session in the morning and one in the afternoon for instance)
- To shorten the duration of matchmaking sessions (say 20 minutes)

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- To include a break between during the matchmaking sessions
- To open the event with a moderated open networking session around a sector challenge to get to know the participants before the matchmaking sessions to facilitate the exchanges among the delegation
- To circulate before the matchmaking event, templates of Memoranda of Understanding to support the formalisation of cluster cooperation

#### **Suggestions for improvement of the overall agenda and event**

- To include presentations by experts to have an overview of the major challenges of the sectors in the case of sector specific events
- To present the open calls for cluster organisations to have concrete inputs on what are the opportunities for cluster organisations to cooperate
- To have professional translators on-site to facilitate the exchanges between European cluster organisations and members of the Korean delegation. One option could be to get in touch with the consulates/embassy/business organisation from the hosted country.
- To have direct translation in English of all presentations and speeches

#### **Suggestions for improvement regarding the cluster delegation**

- To have more cluster organisations related to the field of energy

### **3.1.2 What international event (trade fair/conference) do you plan to attend in the next 12 months and would you propose us to organise a matchmaking mission at?**

Listed below are the events that members of the cluster delegation indicated that they planned to attend. The insights provided by the cluster delegation on the events they plan to attend in the coming months are highly valuable for the European Commission and the ECCP Team as they are considered with great care for the organisations of future matchmaking events. The list includes 4 events in 2018 and 19 events in 2019. The table below presents in detail all the events in chronological order:



EVENTS YEAR 2018						
N°	Dates	Event	Location	Link	Topic	Cluster
1	November 2018	<b>MIDEST Casablanca</b>	Casablanca, Morocco	<a href="https://www.bestrade.co/fr/salon/5040-midest-maroc.html">https://www.bestrade.co/fr/salon/5040-midest-maroc.html</a>	Industrial Subcontractors	ARIA NORMANDY
2	22-23 November 2018	<b>Zagreb EU-Western Balkans Cluster Meeting</b>	Zagreb, Croatia	<a href="https://www.clustercollaboration.eu/event-calendar/eu-western-balkans-cluster-policy-learning-and-matchmaking-event">https://www.clustercollaboration.eu/event-calendar/eu-western-balkans-cluster-policy-learning-and-matchmaking-event</a>	Matchmaking event	Inteligentna Energija, Serbian Automotive Cluster – AC
3	28 November 2018	<b>Vienna - Automotive leader Summit</b>	Vienna, Austria	<a href="https://www.tttech-auto.com/event/vienna-innovation-leadership-summit/">https://www.tttech-auto.com/event/vienna-innovation-leadership-summit/</a>	Automotive	Automotive Cluster – AC
4	12-13 December 2018	<b>GIVE project B2B event</b>	Skopje, Macedonia	<a href="https://www.ict-cs.org/fileadmin/user_upload/GIVE_B2B_event_-_Agenda.pdf">https://www.ict-cs.org/fileadmin/user_upload/GIVE_B2B_event_-_Agenda.pdf</a>	Green ICT	Serbian Automotive Cluster – AC

EVENTS YEAR 2019						
N°	Dates	Event	Location	Link	Topic	Cluster
1	2019	<b>Barcelona Smart City Expo</b>	Barcelona, Spain	<a href="http://www.smartcityexpo.com/en/home">http://www.smartcityexpo.com/en/home</a>	Smart City	CLEAN Cluster



2						
3	2-3 February 2019	<b>Photonics West</b>	San Francisco, USA	<a href="http://spie.org/conferences-and-exhibitions/photonics-west/bios?utm_id=rpwbcaw&amp;SSO=1">http://spie.org/conferences-and-exhibitions/photonics-west/bios?utm_id=rpwbcaw&amp;SSO=1</a>	Photonics	ALPHA-RLH
4	3-6 February 2019	<b>ISPO</b>	Munich, Germany	<a href="https://www.ispo.com/en/munich">https://www.ispo.com/en/munich</a>	Sports industry	North South Logistics & Transport Cluster
5	4-6 February 2019	<b>EU Industry Days</b>	Brussels, Belgium	<a href="https://ec.europa.eu/eip/ageing/events/2019-eu-industry-days_en">https://ec.europa.eu/eip/ageing/events/2019-eu-industry-days_en</a>	Industry	Silicon Saxony
6	12-15 February 2019	<b>BUDMA</b>	Poznan, Poland	<a href="https://www.budma.pl/en/">https://www.budma.pl/en/</a>	Construction industry	North South Logistics & Transport Cluster
7	27 February – 1 March	<b>World Sustainable Energy Days</b>	Wels, Austria	<a href="http://www.wsed.at/en/world-sustainable-energy-days.html">http://www.wsed.at/en/world-sustainable-energy-days.html</a>	Energy efficiency and renewable energy	Green Energy Innovative Biomass Cluster
8	18-22 March 2019	<b>Energy Week</b>	Vaasa, Finland	<a href="https://www.energyweek.fi/">https://www.energyweek.fi/</a>	Energy	Precarpathian eco-energy cluster
9	8-10 April 2019	<b>EUROPEAN ADVANCED PROCESS CONTROL AND MANUFACTURING (APC M)</b>	Villach, AUSTRIA	<a href="https://www.apcm-europe.eu/home/">https://www.apcm-europe.eu/home/</a>	Semiconductor and photovoltaic industry	Silicon Saxony
10	17-18 April 2019	<b>Novi Sad – SEE Automotive conference</b>	Novi Sad, Serbia	<a href="https://www.clustercollaboration.eu/profile-events/see-automotive-conference-connect-supply-2018">https://www.clustercollaboration.eu/profile-events/see-automotive-conference-connect-supply-2018</a>	Automotive	Serbian Automotive Cluster – AC



11	27-30 May 2019	<b>European Biomass Conference and Exhibition</b>	Lisbon, Portugal	<a href="http://www.eubce.com/conference/eubce-conference.html">http://www.eubce.com/conference/eubce-conference.html</a>	Biomass	Green Energy Innovative Biomass Cluster
12	3-6 June 2019	<b>CONFERENCE AND EXHIBITION ON ELECTRICITY DISTRIBUTION</b>	Madrid, Spain	<a href="http://www.cired2019.org/">http://www.cired2019.org/</a>	Electricity distribution	Basque Energy Cluster
13	2-7 June 2019	<b>International Microwave Symposium</b>	Boston, USA	<a href="https://ims-ieee.org/">https://ims-ieee.org/</a>	Photonics	ALPHA-RLH
14	6-7 June 2019	<b>SEMIEXPO Russia</b>	Moscow, Russia	<a href="http://www.totalexpo.ru/en/expo/1813.aspx">http://www.totalexpo.ru/en/expo/1813.aspx</a>	Semiconductor industry	Silicon Saxony
15	18 June 2019	<b>Silicon Saxony Day</b>	Dresden, Germany	<a href="https://www.silicon-saxony.de/silicon-saxony-day/">https://www.silicon-saxony.de/silicon-saxony-day/</a>	Internet of Things	Silicon Saxony
16	24-27 June 2019	<b>Laser Munich</b>	Munich, Germany	<a href="https://world-of-photonics.com/index-2.html">https://world-of-photonics.com/index-2.html</a>	Photonics	ALPHA-RLH
17	25-27 June 2019	<b>Sensor &amp; Test fair</b>	Nurnborg, Germany	<a href="https://www.sensor-test.de/welcome-to-the-measurement-fair-sensor-test-2019/">https://www.sensor-test.de/welcome-to-the-measurement-fair-sensor-test-2019/</a>	Sensors, measuring and testing technologies	Silicon Saxony
18	9-11 July 2019	<b>SEMICON West</b>	USA	<a href="http://www.semi.org/en/semicon-west-2019">http://www.semi.org/en/semicon-west-2019</a>	Microelectronics industry	Silicon Saxony
19	29 September – 4 October	<b>European Microwave Week</b>	Paris, France	<a href="https://www.eumweek.com/">https://www.eumweek.com/</a>	Photonics	ALPHA-RLH

Table 2 List of the events 2018-2019



### 3.1.3 What countries are you interested in collaborating with (EU and worldwide)? Would the organisation of a matchmaking event related to these countries be helpful to you (in the EU or the specific country)?

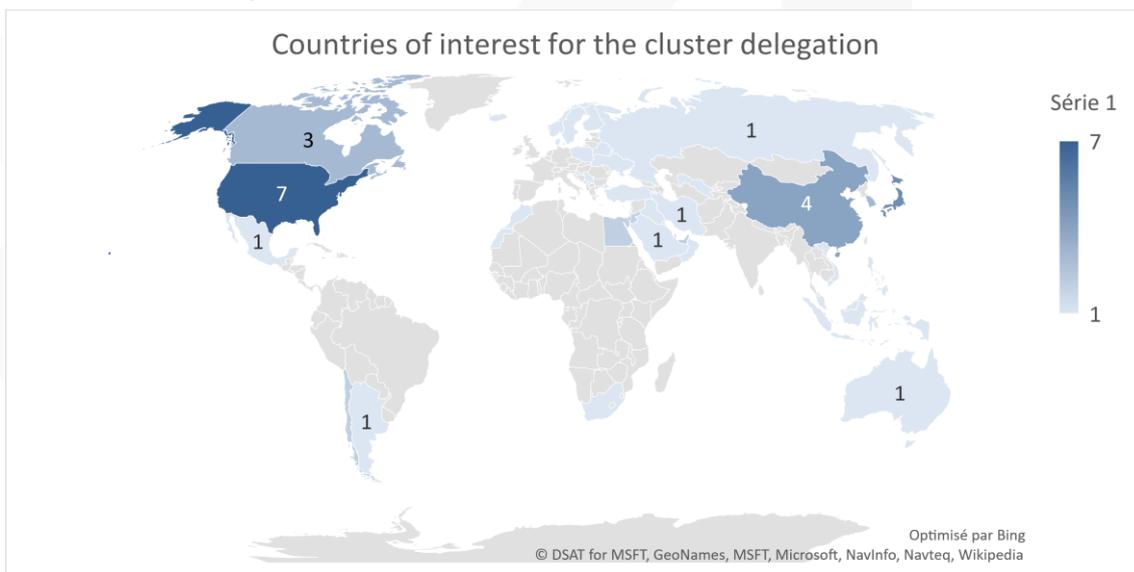


Figure 3 Countries of interest for the cluster delegation

The countries that concentrate the major interest of the clusters are the United-States (7 respondents), Japan (5 respondents) and China (4 respondents). These results are similar and consistent with the results of other ECCP surveys and matchmaking debriefing reports.

In addition, clusters specifically mentioned the following geographical regions as being of interest: Middle East and Nordic countries.

### 3.2 Relevance towards individual objectives

The figure below indicates the relevance of the event with regards to the specific objectives of the participants. The event seemed to be relevant for the identification and search of strategic alliances/partners by cluster organisations, to learn about geographical markets and to get to know new markets and technology or market trends.

The development of new business activities arising from the event was assessed very unequally by the cluster delegation, indicating that clusters had very different approaches and experiences. This point was also raised during the EU-Korea cluster cooperation Seminar. It was acknowledged that most the clusters had a real interest to cooperate with Korea but that such cooperation would need time to be formalised in order to properly assess the opportunities on both sides.



The participants found that the event was relevant on the whole and overall it helped them reach their individual objectives even if some improvement needs to be made, especially concerning the process regarding the signature of cooperation agreements.

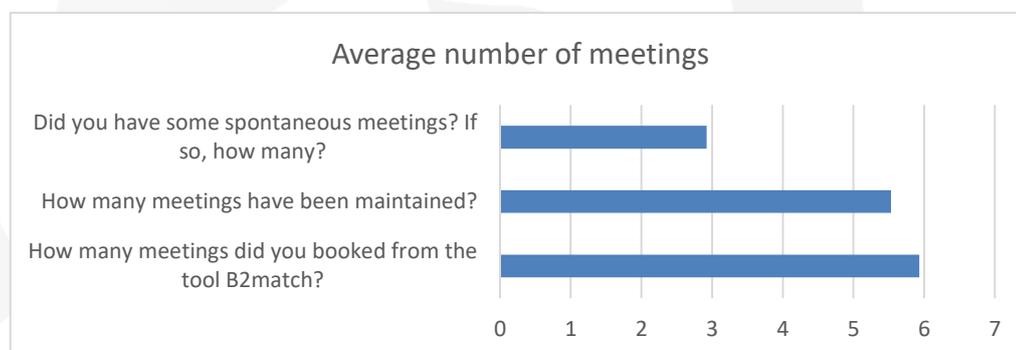


Figure 4 Results on the relevance of the event towards individual objectives

### 3.2.1 Meetings

According to the information provided by B2Match, the online platform facilitating the meetings between the participants from the EU-Korea Cluster Matchmaking, 94 meetings have been scheduled for the matchmaking sessions, out of which 39 meetings were planned between European and Korean participants (over 40% of the total meetings)

Based on the feedback questionnaire, participants booked 6 meetings on average during the matchmaking sessions and the majority of them were held<sup>1</sup>. The event also allowed spontaneous meetings between the participants.



<sup>1</sup> In total, 15% of the meetings were cancelled. This figure is similar to other matchmaking events organised by the ECCP (Source: B2Match).

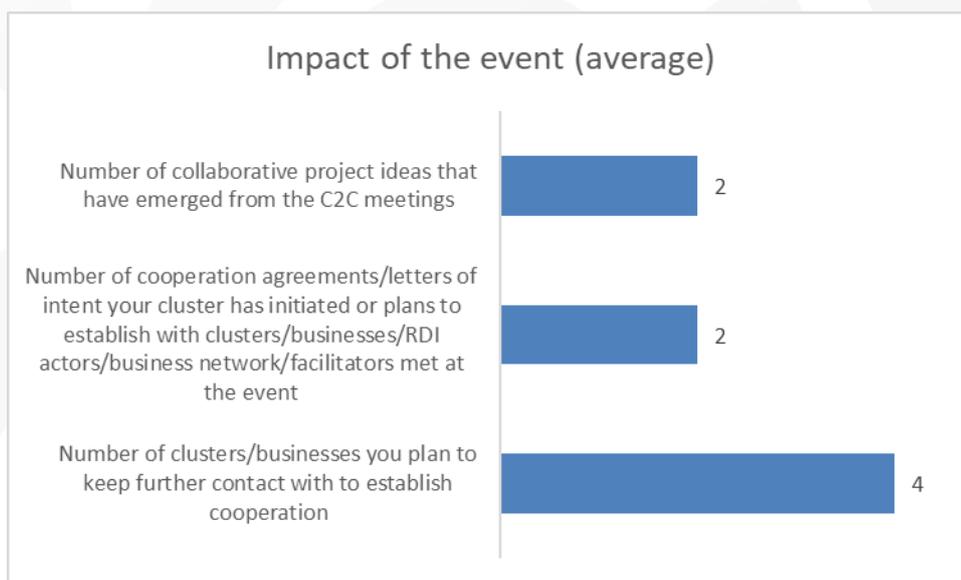


Figure 5 Average number of meetings

### 3.3 Impact of the event

The impact of the event was analysed through the debriefing form on several aspects such as: “number of cooperation agreements/letters of intent your cluster has initiated or plans to establish with clusters/businesses/RDI actors/business network/facilitators you met at the event”; “number of clusters/businesses you plan to keep further contact with to establish cooperation” and the “number of collaborative project ideas that have emerged from the C2C meetings”.

On average, members of the cluster delegation developed 2 project ideas from the C2C meetings, signed 2 letters of intent or cooperation agreements, and established 4 contacts with clusters. In total, 24 letters of intent or cooperation agreements were signed during the event. These figures illustrate a positive impact of the event and high expectations for future



collaborations.

Figure 6 Impact of the event in terms of collaborative projects, agreements & cooperation with organisations



### 3.4 Organisation's cooperation objectives and next steps

This section specifies information regarding the organisations that each member of the cluster delegation met during the matchmaking event and with whom they plan to keep in touch with for further cooperation. The details regarding meetings are collected in Table 3 below. The comments are taken directly from the feedback forms with minimal editing although we have made some changes when the message was not sufficiently clear. The members of the European cluster delegation provided insights on the cooperation they initiated with their counterparts at the EU-Korea Cluster Matchmaking Event. Their insights highlighted their interest in several cooperation areas: R&D cooperation and projects, technology transfer, joint events, the access to international markets in the framework of Cluster Go International projects and imports/exports.

Cluster Delegation	Cluster / Sector	Cooperation objective/Action envisaged/Next steps
<b>Inteligentna Energija</b>	Renewable Battery Cluster & Renewable Energy Cluster (Korea)	Imports of battery technology and products, and Small Hydro Power systems
	SoleGrid (Korea)	Technology transfer regarding devices for Zero Energy Buildings
	Incell (Korea)	Imports of components for Energy Storage Systems
	North South Logistics & Transport Cluster (Poland)	R&D regarding energy efficient boat propulsion system
	UtilityAR (Great-Britain)	Technology transfer regarding augmented Reality for Utilities
<b>Serbian Automotive Cluster – AC</b>	Gyeongbuk Technopark Foundation (Korea)	R&D, Technology transfer and FDIs: Inward/outward
	Precarpathian eco-energy cluster (Ukraine)	Collaboration in GIVE project



	Korea Industrial Complex Corporation Renewable Energy Cluster (Korea)	Invitation to the SEE Automotive Conference
	Renewable Battery (Korea)	Technology transfer and FDIs: Inward/outward
	Chungnam Techno Park (Korea)	Invitation to the SEE Automotive Conference
<b>ARIA NORMANDY</b>	Renewable Battery Cluster (Korea)	R&D regarding Car Battery competencies, all added value chain
	Gyengbuk Technopark Foundation (Korea)	Technology transfer regarding the development of hydrogen cell solution for Hyundai
	Korean Polytechnic university (Korea)	Cross-training, skills
<b>ALPHA-RLH</b>	EnergyVaasa (Finland)	Technology exchanges with the members of this Energy cluster. The main goal is to export or establish collaborative projects.
	Silicon Saxony (Germany)	R&D regarding European semiconductor partners in order to develop technologies
	Lithuanian ICT Cluster (Lithuania)	This cluster has members in the field of photonic/laser. ALPHA-RLH would gladly organize a meeting in Bordeaux to match with its key players (for example the Technology Transfer Center ALPHANOV).
	Flux50 (Belgium)	Planned visits in order to generate partnerships between companies.
<b>Green Energy Innovative Biomass Cluster</b>	Cleantech Cluster Energy (Austria)	Cooperation regarding the WSED event (exhibition on biomass and bioenergy), the young energy researchers Conference and site visits – it represents interest for Cluster members and researchers from the Cluster.
	Merinova Technology Centre (Finland)	Cooperation in the field of research in biomass, circular economy topics, biomass systems. Potential partnership in EU projects.



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	Cap Digital (France)	Cooperation in the topic of sustainable energy communities, start-ups. Information about market access and clusters from Eastern European regions to build new partnerships.
	Green IT MC Cluster and Renewable Energy Cluster (Korea)	Possible cooperation in the field of renewable energy, technology transfer. Market access information for the renewable energy sector in both countries.
	Pre-Carpathian Eco-Energy Cluster (Ukraine)	Partnership for projects related to sustainable energy, staff exchange, building partnerships between companies from the Clusters.
	Flux50 (Belgium)	Projects related to developing solutions for communities in the renewable energy field (CO2-neutral microgrid and Microgrid Services for Local Energy Communities).
<b>iTech Transilvania Cluster by ARIES Transilvania</b>	ALPHA-RLH (France)	Meeting regarding cooperation, internationalization ( <a href="http://www.inpho-ventures.com/">http://www.inpho-ventures.com/</a> ) and innovation projects, collaboration in future H2020 partnership, getting in contact with their training centre to exchange good practices, ideas and to co-operate in projects: <a href="http://spn.asso.fr">spn.asso.fr</a> . They participate in H2020 projects and have our contact for future calls, they will send us projects proposals.
	Chungnam Techno Park (Korea)	Identification of common calls to apply in projects. Interested in attending the upcoming 2019 cluster conference in autumn in Cluj-Napoca.
	Technology Centre MERINOVA / Energy Vaasa Cluster (Finland)	I've met Mrs. Triinu Varblane for internationalization project collaboration. We will disseminate among our members the match-making event organized in Vaasa on the 19th of March. She will send info about the event which is addressed to: energy related companies (interested in ICT) - the biggest free charge match-making event. One idea was to do a Romanian week in Finland - Vaasa. They are interested in coming to the Cluster Conference in Cluj in 2019.
	Gyeongbuk Technopark Foundation (Korea)	Global research partnership - co-work - automotive



	Gwangju Technopark (Korea)	They are interested in coming to the Cluster Conference in Cluj in 2019.
	SYSTEMATIC PARIS REGION (France)	I had the meeting with Mr. Michel Kochanski - tech providers - will get in touch with their creative cluster for joint projects.
	Silicon Saxony (Germany)	Nadja Dehne - organizes annually, Silicon Saxony Day, collaboration for dissemination among our members
<b>North South Logistics &amp; Transport Cluster</b>	Technology Centre MERINOVA / EnergyVaasa cluster (Finland)	Our primary goal is to establish broad R&D cooperation in maritime field
	Lithuanian ICT Cluster (Lithuania)	Hoping to establish R&D cooperation in SmartCity / E mobility fields
	Cluster Inteligentna Energija (Croatia)	Would like to establish R&D cooperation in 'Green' Energy / E mobility fields
<b>Cluster de Energía del País Vasco – Basque Energy Cluster</b>	KEPCO (Korea)	<p>KEPCO is the largest electric utility in South Korea, responsible for the generation, transmission and distribution of electricity and the development of electric power projects including those in wind power. KEPCO is responsible for 93% of Korea's electricity generation. The South Korean government (directly and indirectly) owns a 51.11% share of KEPCO.</p> <p>Next step: send to KEPCO information about Basque Energy Cluster and ELBE and ask them for the right contact persons for each of the technologies and sectors.</p> <p>For these reasons, companies in the Basque Energy Cluster and in the cluster partners of ELBE project (COSME GO International ECSP coordinated by the Basque Energy Cluster) are very interested in having access to key representatives and managers of KEPCO to present their portfolio of products and capacities in the wind energy and smart grids sector.</p>
	Cambridge Cleantech (Great-Britain)	<p>Cambridge Cleantech is a member organisation supporting the growth of environmental goods and services or "cleantech" companies in the Greater Cambridge area. Their ambition is to further develop Cambridge as a leading cleantech centre in Europe by co-ordinating, supporting and promoting commercial opportunities for our members.</p> <p>That ambition is quite complementary with the aim of ELBE ESCP, so we have agreed to establish contact and exchange information about the technologies and products of ELBE and try to coordinate future commercial or technology transfer activities in those countries.</p>



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		Next step: Cambridge Cleantech will send further information about their activities and technologies of interest. ELBE will try to fit their objectives and matchmaking activities into their programs.
	GREEN ENERGY, Romanian Innovative Biomass cluster (Romania)	Green Energy Innovative Biomass Cluster has been founded with the aim to raise the interest in the production and utilization of the solid biomass, the most important renewable energy source in Romania. The cluster ensures the frame to develop innovative solutions in the field of the solid biomass by putting emphasis on the environmental, social and economic benefits. Next step: Green energy will send further information about their activities and energy technologies involved. ELBE will try to fit their objectives and internationalization activities with COSMENERG-4i missions. Green energy is leading the COSMENERG-4i 'Global Clusters for Renewable Energy and Environmental Technologies' ESCP, granted under the COSEM GO International Program. This ESCP is addressing some renewable energy technologies and markets that are of interest for ELBE partners and companies. Therefore, contacts between both ESCP will be established in order to coordinate future internationalization activities.
<b>EARSC</b>	CAP Digital (France)	Promotion of relevant services on each others newsletters.
	CLEAN (Denmark)	Joining Earth Obs with cleantech Companies to target Smart cities missions to the USA.
	SYSTEMATIC PARIS REGION (France)	Promotion of relevant services on each others newsletters.
<b>CLEAN</b>	Kicox (Korea)	Possible membership of our network, ICN
<b>Cap Digital</b>	Kicox (Korea)	We just had a brief discussion but there are a lot of similarities in terms of services provided and its number of members. We are working on similar subjects, it would therefore be relevant to explore future collaborations.
	CTC (Austria)	We had a quick discussion about our respective projects and we might have collaboration opportunities in the near future



	Korea Polytechnic University (Korea)	We were really interested in the approach the design department developed regarding Upcycling. We know several EU universities with similar approaches that might be interested in gathering for a European Project
	Silicon Saxony (Germany)	We have common interest in IoT and Industry 4.0 subjects.
	Green energy cluster (Romania)	We had a quick discussion about our respective projects and we might have collaboration opportunities in the near future
	Flux50 (Belgium)	We had a quick discussion about our respective projects and we might have collaboration opportunities in the near future.
<b>Pecarpathian eco-energy cluster</b>	Oy Merinova (Finland)	Common projects, joint application for grant projects, staff exchange and we received invitation to visit Vaasa during Vaasa Energy week, which PEEC will do with great pleasure
	Silicon Saxony (Germany)	We plan to apply jointly for IoT4industry project
	Green Energy Cluster (Romania)	Being neighbouring countries we can apply for joint transborder projects.
	Lithuanian ICT cluster (Lithuania)	Knowledge exchange in cluster management and technology transfer of IoT in energetics
	Automotive Cluster (Serbia)	Taking into account similarity of market and economy conditions of Ukraine and Serbia, it is very useful for us to keep in touch and exchange knowledge and tips of successful operating of clusters.
	Intelligentna Energija Cluster (Croatia)	Intelligentna Energija Cluster has production of solar panels and devices that can be imported to Ukraine.
<b>Silicon Saxony</b>	North South Logistics & Transport Cluster (Poland)	Marcin and I were talking about a project of them where they are looking for additional project partners. He will send me some more information and I will have a look with our technical advisor if we have suitable companies.
<b>SYSTEMATIC PARIS REGION</b>	EARSC (Belgium)	First contact established in Vienna. Next step: Explore potential R&D projects and/or technology transfer opportunities with some of our members.
	TRANSILVANIA IT CLUSTER (Romania)	First contact established in Vienna. Next step: Explore potential R1D projects and/or technology transfer opportunities.
	Gwangju Technopark (Korea)	We both are interested in establishing business contacts and cooperation between our clusters and possible presence at the EnergyWeek in Vaasa, Finland, in March 2019



<b>Technology Center MERINOVA / EnergyVaasa cluster</b>	Gyeongbuk Technopark (Korea)	We both are interested in establishing business contacts and cooperation between our clusters and possible presence at the EnergyWeek in Vaasa, Finland, in March 2019. They will also inform us result of their cluster company interviews about business interest in the Nordics.
	Chungnam Techno Park (Korea)	We both are interested in establishing business contacts and cooperation between our clusters and possible presence at the EnergyWeek in Vaasa, Finland, in March 2019
	Transilvania IT Cluster (Romania)	We both are interested in establishing business contacts and cooperation between our clusters and possible presence at the EnergyWeek in Vaasa, Finland, in March 2019 and at their event in sept 2019 as a speaker
	International Cleantech Network (Denmark)	Possible presence at the EnergyWeek in Vaasa, Finland, in March 2019
	North-South Logistics & Transport Cluster (Poland)	Possible presence at the EnergyWeek in Vaasa, Finland, in March 2019 as a speaker and our cluster presence at their coming event as a speaker in Poland
	Precarpathian Eco-Energy Cluster (Ukraine)	Possible presence at the EnergyWeek in Vaasa, Finland, in March 2019 as a speaker
	Alpha Rlh (France)	We both are interested in establishing business contacts and cooperation between our clusters and possible presence at the EnergyWeek in Vaasa, Finland, in March 2019

**Table 3 information about the clusters with whom the participants plan to keep in touch for further cooperation**



### 3.5 Type of cooperation

Most members of the cluster delegation highlighted their intention to progress cooperation activities in the field of Research & Development and technology transfer. The responses to the question category “other” indicated that clusters favoured the following: internationalisation, exchange of knowledge and experience, building of EU proposals and participation to events.

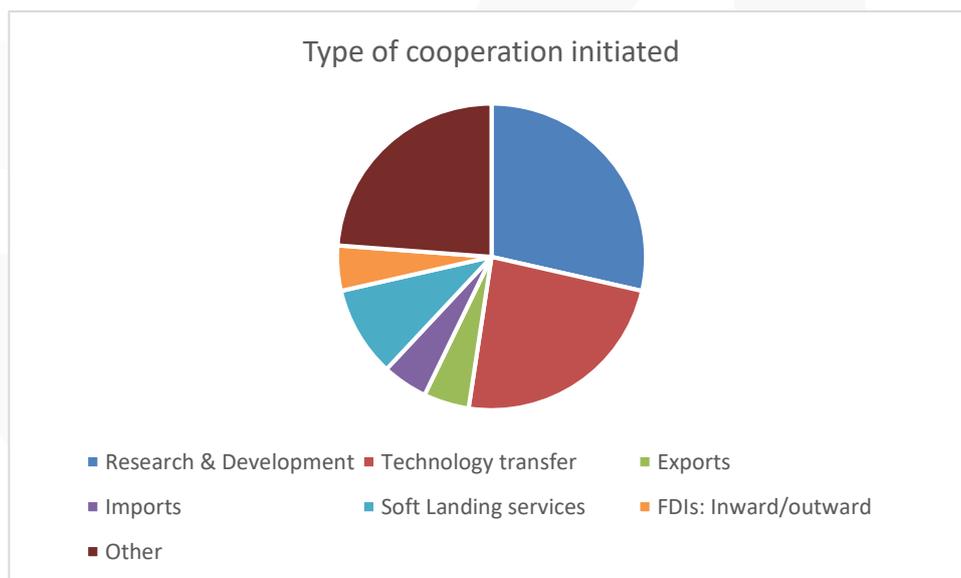


Figure 7 Type of cooperation for future contacts between members of the cluster delegation

## 4. Testimonials

### 4.1 Testimonials from the European cluster delegation

” I had the opportunity to participate to the EU-Korea matchmaking event in Vienna. The event was perfectly organized, from the matchmaking sessions thanks to B2match... to the site visit with an interesting overview of an Energy competence centre. I expect at least 25% of my exchanges to turn into future cluster collaborations”. - **Thomas Colombeau, ALPHA-Route des Lasers & des Hyperfréquences**

” “The event was well focused. The double approach of an intra-European together with the international focus to Korea was appreciated. There are some opportunities identified during the different bilateral comments with the Korean counterparts where the domain of batteries, well represented by the Korean delegation was of a great value. The model presented by the Korean Polytechnic University, which is operational within an industrial complex, gave ideas for an Erasmus type of cooperation which is to be further explored.” - **Vincent Civita, Aria Normandie**

” “This was a great matchmaking, with great guests from Korea and hosting by the ECCP. Clusters are platforms in constant need to explore possibilities for cooperation and internationalisation, as well as exchanging experiences, knowledge, ideas



and information. One interesting opportunity was identified in the battery domain and will be further explored." - **Mladen Perkov, Inteligentna Energija**

” "In my opinion, the Korean delegates had done their homework well. They had basic knowledge on our cluster and knew what they wanted. The event provided an overview of the Korean market for our cluster companies and organisations. In addition to this, the Koreans were interested in visiting us in Finland in March 2019 to learn more about our technologies and cooperation possibilities." - **Triinu Varblane, Oy Merinova Ab**

” “The Korean delegation might not be the perfect match for immediate results. However this was a great first contact opportunity giving a good overview of the Korean landscape. Maybe additional stakeholders like business associations could add more concrete results and provide chances for more advanced discussions closer to agreements.” - **José I. Hormaeche, Basque Energy Cluster**

## 4.2 Testimonials from the Korean delegation

” “The event was very new to Korean participants in that the cluster managers of similar sectors from different countries interact face to face. As the Korean participants from the public agencies are involved in the regional business networks, we were impressed by the European participants who enthusiastically represent their networks. They knew what their clusters need from the Asian counterparts and showed how we could manage the matchmaking events more effectively. As a concrete step to initiate the Korea-EU cluster cooperation, the 1<sup>st</sup> meeting with the EU counterparts in Vienna is the perfect beginning to explore more for the cluster exchanges. The differences of cluster development models in Korea and the EU suggest that there are many potential opportunities for the future cluster cooperation.” **Jeonghee YUN, Assistant Manager, KICOX, Korea Industrial Complex Corporation**

” “On the whole, it was a great chance to meet the cluster managers from Europe. And I got much inspiration from their experiences and knowledge. I recognized that the cluster management systems in many European countries are quite different from Korea and thought that clusters from both regions need more exchanges to better understand each other.” **Seok JEONG, Manager, Renewable Battery Cluster, Chungchong HQ of KICOX**

” “This event was very helpful to improve the cluster management competences for Korean cluster managers. Through the meeting with the European cluster managers, several good ideas came up and I will apply them to Green IT cluster. I hope this Matchmaking event will continue and progress further through the online platform. We can further discuss for the shared objectives



between the clusters in both countries to keep interacting with each other and find the cooperative projects for technology exchanges, networking for the conference and tradeshows and joining the clusters.” **Jisun KIM, Manager, Green IT Cluster, Seoul HQ of KICOX**

” “The 1<sup>st</sup> EU-Korea Cluster Matchmaking event was fantastic and I was happy about participating in this event. Especially, it was really good that the matchmaking event was held at the place together with European Utility Week which gave us many helpful industry trends and information to see and think about for our related industry. If possible, I hope each cluster can participate in the next event together with the companies of the engaged sectors for the business or R&D collaboration, so that the meeting will be more fruitful for each other.” **Seungho YOON, Energy Valley, Gwangju Technopark**

” “ECCP and EC’s existence enabled all participants (especially of Korean delegation) to understand the concept of “cluster” in EU area, which was most helpful. Yet, there could have been deeper understanding and discussion if more information on organizational system and range of roles of EC, ECCP, EU Gateway and clusters had been provided in advance (as in preparatory briefing of Korean cluster policy).

It was an impressively efficient way of having diverse experience - covering from meeting policy-managing organization to understanding actual way of working some clusters have - in a short time. I personally benefited from systematically provided information on policies and prospect of European and Korean clusters. It helped to fulfill KPU’s first purpose to understand ‘cluster’ concept.

Timetable, B2Match tool, space arrangement was all satisfactory. While being one of the most important parts with practical opportunities for collaboration, the time left a bit to be desired for a non-cluster participant relatively less-connected to Smart Energy; which was expected and accepted before the event, I need to add. The cluster booklet had 1-page information sheet for each clusters and was helpful, yet additional details (e.g. what was collected through questionnaire-mission) could have been valuable since some clusters’ websites do not provide all information in English (and google translator has its own limits.)

It was meaningful to see how cluster collaboration activity can branch out (e.g. joint booths) and also to experience an exhibition of this scale in Europe. By connecting to EUW, activities of broader spectrum could have been planned and more participants could be been gathered, I assume. Cluster participation focused on smart energy, however, caused some limitation to the matchmaking event with Korean clusters (which have different cluster systems compared to European ones), while encouraging actual cooperation between clusters with the same field background.” **Chaneun JEONG, Assistant Manager, Korea Polytechnic University (KPU)**



## 5. Conclusions

The questionnaires analysed represented 73% of the total European delegation that was supported by the ECCP. According to the overall assessment of the feedback received, it can be concluded that the EU-Korea Cluster Matchmaking Event was deemed a success and achieved its objectives. A large majority of the participants found that the event was both interesting and relevant with regards to their cooperation with other clusters, both in the European Union and Korea. The matchmaking sessions allowed fruitful exchanges between the participants and resulted in high expectations to cooperate in the near future.

The event was considered another important step, building upon the Administrative Arrangement signed on Cluster Cooperation by the Korean Ministry of Trade, Industry and Energy and the Korea Industrial Complex Corporation and the European Commission's DG Internal Market, Industry, Entrepreneurship and SMEs, the event offered great cooperation perspectives for all members of the delegation. During the Cluster Cooperation Seminar, the participants benefited from great insights on cluster development in the European Union and Korea and associated model. The exchanges between the members of the cluster delegation emphasised their common interest and willingness to deepen their cooperation. The sharing of experience and knowledge on the Korean energy market and internationalisation during the event offered concrete insights on how to foster cooperation between European and Korean organisations.

The strong interest of the cluster delegation in smart energy (battery technology in particular), cleantech, smart city, transport (electric mobility) and enabling technologies highlighted the importance of such sectors in European Union and Korea's economy. The European Union and Korea are facing similar challenges related to sustainable growth, climate change, energy consumption and new mobility solutions. The EU-Korea Cluster Matchmaking Event provided great insights to the participants on what solutions are currently being developed. The cluster delegation had the chance to exchange knowledge on those specific sectors and good practices to tackle those issues and visit relevant business/trade stands at the trade show. The trade show visit also allowed some of the EU cluster delegates to show case some of the SMEs and networks since the guided tour took in visits to the Flanders stand, the Basque energy one and the French national stand with visits to SMEs from Pole Systematic and Alpha Route des Lasers et des Hyperfréquences and Korean companies.

The EU-Korea Cluster Matchmaking Event was a real success and represented an excellent first showcase of the political engagement on both sides to strengthen the EU-Korea cluster cooperation in the near future. It also highlighted some lessons that could deliver improvements to future international cluster matchmaking events such as the need to consider translation services and provide up front briefing documents prior to the event for international partners whom might be less familiar with EU networks and terms.



## 6. Annexes

### Annex 1 – Agenda



### Agenda

Timing	Event
	7 November 2018
9:00-12:15	<p><b>EU-Korea Cluster Cooperation Seminar and Matchmaking Event In the context of the European Utility Week, Vienna, Austria</b></p> <p><i>Moderated by Marc Pattinson, European Cluster Collaboration Platform</i></p> <p><b>Lehar 1 Room Messe Wien Messepl. 1, A-1021 Wien, Austria</b></p> <p><b>Registration and Coffee from 8.30 am</b></p> <p><b>Opening Session (9:00-10:10)</b></p> <ul style="list-style-type: none"> <li>• Slawomir Tokarski, Director for Innovation and Advance Manufacturing, Directorate General for Internal Market, Industry, Entrepreneurship and SMEs, European Commission</li> </ul>

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	<ul style="list-style-type: none"> <li>• Dr. Buchinger, Representative from Federal Ministry for Digital and Economic Affairs, Austria</li> <li>• Eunhyung Cho, Assistant Director, Ministry of Trade, Industry and Energy, Korea</li> <li>• Seong-Gil Park, Team Manager / Policy Planning Team, Korea Industrial Complex Corp. (KICOX)</li> </ul> <p><b>Understanding EU and Korea Business and Research Collaboration (10:10-10:40)</b></p> <ul style="list-style-type: none"> <li>• Views from Korea and EU experts followed by discussion             <ul style="list-style-type: none"> <li>○ EU Gateway to Korea: Facilitating long-lasting business collaborations between SMEs in Korea and the EU by Catherine Frideres, Senior Manager, Coaching Network, EU Gateway   Business Avenues</li> <li>○ Industrial technology complex and National Innovation cluster by Chan-Ho Jeon, Senior Researcher/ Div. of Regional Industry &amp; Joon-Hyung Lee, Researcher, Korea Institute for Advancement of Technology (KIAT)</li> <li>○ Cooperation network model of industry and university by Kyung-soo Kim, Professor/ Dpt. of Design, Korea Polytechnic University (KPU)</li> </ul> </li> </ul> <p><b>Building global value chains on smart energy: trends &amp; challenges (10:40-11:10)</b></p> <ul style="list-style-type: none"> <li>• Energy business market by Hyeonsu Kim, Senior Manager, Korea Electric Power Corporation (KEPCO)</li> <li>• Sharing cluster SME experiences with Korean market, Eva Grafleitner, Project Manager, Cleantech-Cluster Energy/OÖ Energiesparverband</li> </ul> <p><b>Initiatives supporting EU-Korea cluster cooperation (11:10-11:30)</b></p> <ul style="list-style-type: none"> <li>• European Cluster Collaboration Platform (ECCP) – Marc Pattinson, coordinator</li> <li>• Korea's Industrial Clusters developed with the framework of the National Industrial Complexes by Jeonghee YUN, Assistant Manager/ Industrial Support Services Dept. (KICOX)</li> </ul> <p><b>Good Practices and Experiences on EU – Korea Cluster Collaboration – EU experience. Presentations followed by Q&amp;A (11:30 – 12:15)</b></p> <ul style="list-style-type: none"> <li>• ELBE, European Strategic Cluster Partnership on blue energy, Basque Energy Cluster, José Ignacio Hormaeche</li> <li>• Lithuanian ICT Cluster, experiences on EU-Korea collaboration, Marius Pareščius</li> </ul>
12:15-13:15	<p><b>Roundtable presentations</b></p> <p>5-minute pitch presentations of European and Korean delegates</p> <p>Presentations from Korea: Regional cluster development models</p> <ul style="list-style-type: none"> <li>• Eco-friendly Mobility (Gyeongbuk TP)</li> </ul>



	<ul style="list-style-type: none"> <li>• Energy Valley (Gwangju TP)</li> <li>• Green IT Tech (Seoul Hq of KICOX)</li> <li>• Hydrogen-fuelled car (Choongnam Technopark)</li> <li>• Renewable battery (Chung-chong Hq of KICOX)</li> <li>• Renewable energy (Busan Hq of KICOX)</li> </ul> <p>Presentations from the EU:</p> <ul style="list-style-type: none"> <li>• AC Serbia</li> <li>• ALPHA-Route des Lasers et des Hyperfréquences</li> <li>• Cambridge Cleantech</li> <li>• ARIA Normandie</li> <li>• CAP DIGITAL</li> <li>• CLEAN Cluster</li> <li>• Cleantech-Cluster</li> <li>• Cluster de Energía</li> <li>• European Association of Remote Sensing Companies</li> <li>• FLUX50</li> <li>• Green Energy Innovative Biomass Cluster</li> <li>• INTELIGENTNA ENERGIJA</li> <li>• iTech Transilvania Cluster</li> <li>• Lithuanian ICT Cluster</li> <li>• Oy Merinova Ab/ EnergyVaasa cluster</li> <li>• Precarpathian eco-energy cluster</li> <li>• North South Logistics &amp; Transport Cluster</li> <li>• Silicon Saxony</li> <li>• SYSTEMATIC PARIS REGION</li> </ul>
<b>13:15-14:15</b>	<b>Lunch break</b>
<b>14:15-17:45</b>	<b>EU-Korean and intra-European matchmaking sessions</b> <i>7 rounds of 30-min. bilateral face-to-face meetings</i>
<b>17:00-18:30</b>	<b>Networking Cocktail</b> <b>French Pavilion - Hall A, Schneider Electric booth A.g50</b>
8 November 2018	
<b>9:00-9:30</b>	<b>Debriefing session with the European cluster delegation</b> (European Union projects pavilion, Venue: <b>Amphitheatre</b> ) <b>- ECCP, European cluster delegation</b>
<b>9:30-10:30</b>	<b>European Union projects zone</b> <b>at European Utility Week: Amphitheatre</b>  <b>International cooperation opportunities for European businesses</b>



	<p><b>Special guest: Korea</b></p> <p><i>Moderated by Marc Pattinson, coordinator of the European Cluster Collaboration Platform</i></p> <ul style="list-style-type: none"><li>• Eva Revilla, European Commission, Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs: Perspectives on international cluster cooperation</li><li>• International Business Cooperation of Korea, Chan-Ho JEON, Senior Manager, KIAT</li><li>• European Strategic Cluster Partnership COSMENERG-4i, Boglarka Vajda</li><li>• Christian Altmann, Head of Clusterland, Business Upper Austria</li></ul>
<b>10:30-13:00</b>	<p><b>Guided tour of the European Utility Week</b></p> <ul style="list-style-type: none"><li>• EU Project Zone</li><li>• ESMIG</li><li>• French Pavilion, Business France</li><li>• Initiate!, Game changing impact challenges, and browsing through start-ups</li><li>• Korean Pavilion</li></ul>
<b>13:00-14:00</b>	<p><b>Lunch break</b></p>
<b>14:45-17:00</b>	<p><i>Meeting point: EU project zone at 14h05 for members of the European delegation prior to departure via metro line to outside venue (Exit Metro Schönbrunn, U4, see below for address)</i></p> <p><b>CES Clean Energy Solution</b> Schönbrunner Straße 297, staircase 1, 5th floor, Conference room 545</p> <ul style="list-style-type: none"><li>• Welcome and introduction to urban sustainability, research and engineering centre</li><li>• Urban sustainability and integrated design, CES clean energy solutions, Andreas Heibl</li><li>• Bio resources, tbw research, Stephanie Wong</li><li>• E-mobility, tbw research, Stephanie Wong</li></ul> <p>More information: <a href="http://www.ic-ces.at/en/home.html">http://www.ic-ces.at/en/home.html</a></p> <p><b>End of ECCP visit agenda 17.00</b></p>



## Annex 2 – Overall quality of the event

Cluster	Quality of the overall event content / agenda	Quality of the matchmaking sessions	Quality of the overall organisation	Quality of the facilities	Quality of the information provided to the participants
<b>Inteligentna Energija</b>	4	4	4	4	4
<b>Serbian Automotive Cluster – AC</b>	5	3	5	5	5
<b>ARIA NORMANDY</b>	5	5	5	5	5
<b>ALPHA-RLH</b>	4	5	5	4	5
<b>Green Energy Innovative Biomass Cluster</b>	5	5	5	5	5
<b>iTech Transilvania Cluster by ARIES Transilvania</b>	5	5	5	5	5
<b>North South Logistics &amp; Transport Cluster</b>	5	4	5	5	5
<b>Basque Energy Cluster</b>	4	3	4	4	3
<b>EARSC</b>	3	3	2	4	3
<b>CLEAN</b>	4	4	5	4	5
<b>Cap Digital</b>	5	5	5	5	5
<b>Precarpathian eco-energy cluster</b>	4	5	5	5	3
<b>Silicon Saxony</b>	4	3	5	5	4
<b>SYSTEMATIC PARIS REGION</b>	5	4	5	5	5
<b>Technology Center MERINOVA / EnergyVaasa cluster</b>	5	4	5	5	5



### Annex 3 – Relevance of the event towards individual objective

Clusters	Vision and knowledge of new markets and technology trends	Knowledge of geographical market for cluster organisations / members	Signature of cooperation agreements between companies and/or laboratories within participating clusters/regions/countries	Development of new business activities	Increased visibility and market penetration: facilitate search for strategic alliances/partners	Accessing new research and innovation competences and developing concrete projects
Inteligentna Energija	3	4	0	3	3	0
Serbian Automotive Cluster – AC	4	3	Na	3	2	2
ARIA NORMANDY	4	4	0	2	5	4
ALPHA-RLH	4	4	4	4	5	5
Green Energy Innovative Biomass Cluster	4	3	3	3	5	3
iTech Transilvania Cluster by ARIES Transilvania	5	5	0	0	5	4
North South Logistics & Transport Cluster	2	2	5	3	5	5
Basque Energy Cluster	4	4	2	3	4	2
EARSC	2	4	0	2	4	0
CLEAN	5	5	5	5	5	5
Cap Digital	5	5	2	4	4	4
Precarpathian eco-energy cluster	1	3	3	4	5	4
Silicon Saxony	3	4	3	4	4	4
SYSTEMATIC PARIS REGION	4	4	4	3	5	3
Technology Center MERINOVA / EnergyVaasa cluster	5	5	5	5	5	4



## Annex 4 – Impact of the event

Clusters	Number of cooperation agreements/letters of intent your cluster has initiated or plans to establish with clusters/businesses/RDI actors/business network/facilitators met at the event	Number of clusters/businesses you plan to keep further contact with to establish cooperation	Number of collaborative project ideas that have emerged from the C2C meetings
Inteligentna Energija	0	2	2
Serbian Automotive Cluster – AC	1	4	1
ARIA NORMANDY	3	6	3
ALPHA-RLH	1	4	NA
Green Energy Innovative Biomass Cluster	3	6	2
iTech Transilvania Cluster by ARIES Transilvania	7	7	2
North South Logistics & Transport Cluster	3	3	3
Cluster de Energía del País Vasco – Basque Energy Cluster	1	3	NA
EARSC	0	3	0
CLEAN	1	1	1
Cap Digital		6	1
Precarpathian eco-energy cluster	4	5	2
Silicon Saxony	0	1	1
SYSTEMATIC PARIS REGION		4	
MERINOVA / EnergyVaasa cluster	0	8	0



Annex 5 – Debriefing form

**EU-Korea Cluster Matchmaking Event**

**Vienna, Austria, 7-8 November, 201**

**Debriefing questionnaire**

Please return this questionnaire by hand or send it to Clémence ROTTEE at [c.rottee@inno-group.com](mailto:c.rottee@inno-group.com) by November 15th.

**1. Cluster profile**

**All fields are mandatory!**

Cluster Organisation:

Contact Person:

Position/Title:

E-mail Contact Person:

Phone:

**2. Overall quality of the event**

Please score from 0 to 5 (being 0 the lowest value and 5 the highest value) the following aspects related to the overall quality of the event:

Indicator	Score (0 -5)
Quality of the overall event content / agenda	
Quality of the matchmaking sessions	
Quality of the overall organisation	
Quality of the facilities	



Quality of the information provided to the participants

Please indicate below your suggestions to improve future cluster matchmaking events:

What European or international event (trade fair/conference) do you plan to attend in the next 10 months and would you propose us to organise a matchmaking mission at?

What countries are you interested in collaborating with (outside EU)? Would the organisation of a matchmaking event related to these countries be helpful to you?

### 3. Relevance of the event towards individual objectives

How many meetings did you booked from the tool B2match?

How many meetings have been maintained?

Did you have some spontaneous meetings? If so, how many?

Please score from 0 to 5 the following aspects related to the relevance of the event towards your individual objectives:

Indicator	Score (0 -5)
Vision and knowledge of new markets and technology trends	
Knowledge of geographical market for cluster organisations / members	



Signature of cooperation agreements between companies and/or laboratories within participating clusters/regions/countries

Development of new business activities

Increased visibility and market penetration: facilitate search for strategic alliances/partners

Accessing new research and innovation competences and developing concrete projects

#### 4. Impact of the event

Please quantify the following aspects related to the impact of the event:

Indicator	Number
Number of cooperation agreements/letters of intent your cluster has initiated or plans to establish with clusters/businesses/RDI actors/business network/facilitators met at the event	
Number of clusters/businesses you plan to keep further contact with to establish cooperation	
Number of collaborative project ideas that have emerged from the C2C meetings	

Please provide information on the organisations you plan to keep further contact with to establish cooperation:

##### Organisation 1

Cooperation initiated with the following organisation: <input type="checkbox"/> Korean cluster <input type="checkbox"/> Korean firm
Organisation Name (or main activity if confidential):
Organisation Country:
Organisation web address (if available):



Type of cooperation (select one):

- |   |   |
|---|---|
| <input type="checkbox"/> Research & Development | <input type="checkbox"/> Staff Exchange       |
| <input type="checkbox"/> Technology transfer    | <input type="checkbox"/> Academic             |
| <input type="checkbox"/> Exports                | <input type="checkbox"/> FDIs: Inward/outward |
| <input type="checkbox"/> Imports                | <input type="checkbox"/> Other (specify)      |
| <input type="checkbox"/> Soft Landing services  |   |

Please briefly specify the cooperation objective/activity explored, agreed upon, initiated or established and indicate the specific actions/implementation steps you plan to undertake or have undertaken:

### Organisation 2

Cooperation initiated with the following organisation:

- Korean cluster  
 Korean firm

Organisation Name (or main activity if confidential):

Organisation Country:

Organisation web address (if available):

Type of cooperation (select one):

- |   |   |
|---|---|
| <input type="checkbox"/> Research & Development           | <input type="checkbox"/> Staff Exchange       |
| <input type="checkbox"/> Technology transfer              | <input type="checkbox"/> Academic             |
| <input type="checkbox"/> Exports                          | <input type="checkbox"/> FDIs: Inward/outward |
| <input type="checkbox"/> Imports                          | <input type="checkbox"/> Other (specify)      |
| <input checked="" type="checkbox"/> Soft Landing services |   |

Please briefly specify the cooperation objective/activity explored, agreed upon, initiated or established and indicate the specific actions/implementation steps you plan to undertake or have undertaken:

### Organisation 3

Cooperation initiated with the following organisation:

- Korean cluster  
 Korean firm



Organisation Name (or main activity if confidential):
Organisation Country:
Organisation web address (if available):
Type of cooperation (select one): <input type="checkbox"/> Research & Development <input type="checkbox"/> Technology transfer <input type="checkbox"/> Exports <input type="checkbox"/> Imports <input type="checkbox"/> Soft Landing services <input type="checkbox"/> Staff Exchange <input type="checkbox"/> Academic <input type="checkbox"/> FDIs: Inward/outward <input type="checkbox"/> Other (specify)
Please briefly specify the cooperation objective/activity explored, agreed upon, initiated or established and indicate the specific actions/implementation steps you plan to undertake or have undertaken:

#### Organisation 4

Cooperation initiated with the following organisation: <input type="checkbox"/> Korean cluster <input type="checkbox"/> Korean firm
Organisation Name (or main activity if confidential):
Organisation Country:
Organisation web address (if available):
Type of cooperation (select one): <input type="checkbox"/> Research & Development <input type="checkbox"/> Technology transfer <input type="checkbox"/> Exports <input type="checkbox"/> Imports <input type="checkbox"/> Soft Landing services <input type="checkbox"/> Staff Exchange <input type="checkbox"/> Academic <input type="checkbox"/> FDIs: Inward/outward <input type="checkbox"/> Other (specify)
Please briefly specify the cooperation objective/activity explored, agreed upon, initiated or established and indicate the specific actions/implementation steps you plan to undertake or have undertaken:



Organisation 5

Cooperation initiated with the following organisation: <input type="checkbox"/> Korean cluster <input type="checkbox"/> Korean firm	
Organisation Name (or main activity if confidential):	
Organisation Country:	
Organisation web address (if available):	
Type of cooperation (select one):	
<input type="checkbox"/> Research & Development	<input type="checkbox"/> Staff Exchange
<input type="checkbox"/> Technology transfer	<input type="checkbox"/> Academic
<input type="checkbox"/> Exports	<input type="checkbox"/> FDIs: Inward/outward
<input type="checkbox"/> Imports	<input type="checkbox"/> Other (specify)
<input type="checkbox"/> Soft Landing services	
Please briefly specify the cooperation objective/activity explored, agreed upon, initiated or established and indicate the specific actions/implementation steps you plan to undertake or have undertaken:	